

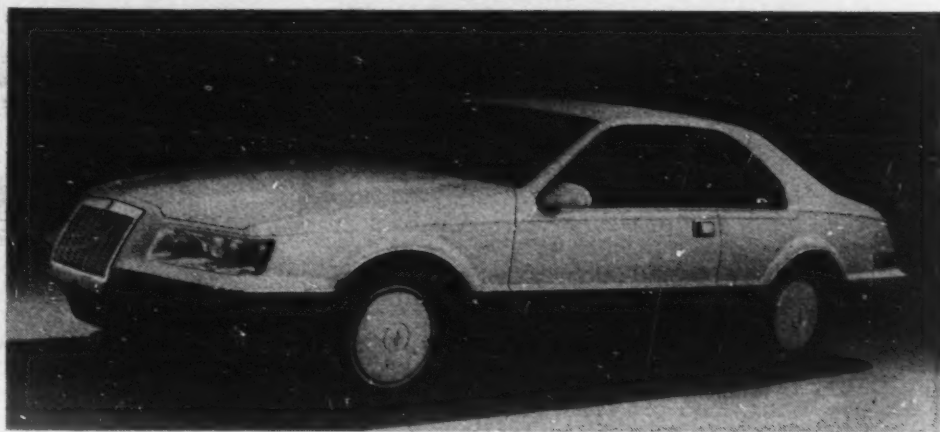
Automotive News

February 1, 1982

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Future luxury?



Ford's Continental Concept 90 bows at New York show

A low-slung, rounded five-seater, the Continental Concept 90, was introduced by Ford Motor Co. at the New York Auto Show over the weekend. Based on development models, the CC 90, with its subtle wedge shape, has a better aerody-

namic efficiency than any luxury car now made in the U.S., Ford engineers say. The car will be exhibited at auto shows to test its acceptance as a logical forerunner of future luxury models of the mid-'80s and beyond. Story on Page 6.

But it's not a trend for major metro areas, corporation says

GM duals bloom in Chicago, Atlanta

By Joseph Buhn
Marketing Editor

Two General Motors dealers recently set up intracorporate duals in major metro areas, but GM doesn't expect it to be any big trend.

In Chicago, Eugene D. Fanning now has Fanning Cadillac-Fanning Buick, housed in individual facilities of a five-building complex, but with the main showroom equally divided between the two makes.

In Atlanta, Roosevelt Robinson has Robinson Cadillac-Pontiac.

J. Charles Green, executive director of sales, GM Sales and Marketing Staff, said that despite the novelty of such duals in major metro areas, GM hasn't

changed its policy toward dualing.

He conceded, though, that with "quite a number" of GM dealers having gone out of business across the country, there are "more opportunities to do more of it (grant duals)."

But Green stressed that GM weighs each potential dual situation carefully, not only in terms of market potential, but also a dealer's ability to provide adequate service, capital, facility space, etc.

Essentially, the divisions involved have to agree to the dual, Green said, with corporate staff reserving final approval.

Green said there hadn't been many requests for car duals in major metro areas.

And he thought the closing of GM points had bottomed out.

"In my opinion, we've reached the crossroads where the number of dealerships closing has just about knocked itself out," he said. "I really think we hit bottom. We have only one place to go, and that's back up."

Fanning acquired Warren Buick, Chicago, to put his dual together. Negotiations for the purchase of the second GM outlet went on for over a year.

To keep the Cadillac and Buick operations separate and distinct, he established separate advertising and marketing and separate sales staffs, but all under one corporate umbrella.

"We plan to give exclusivity to each line. We will not dilute either franchise at the expense of the other," Fanning said.

Fanning's division of operations extends to the service department as well. Service departments for both makes—totally refurbished and retooled—are now housed on separate floors of his facility.

Fanning, chairman of the national Cadillac Dealer Council, has been a GM dealer for 27 years.

In Detroit, Bob Barnett, who owns several dealerships, thought a lot of GM dealers would be interested in dualing with another GM make, and he said he certainly wouldn't mind.

"I would like very much and need very much to dual, and I'd be very interested in dualing," Barnett said.

He owns Bob Barnett Pontiac in Dearborn and, with his son Steve, Steve Barnett, Inc. (Pontiac-Cadillac-Jeep-Renault-DeLorean) in Fort Pierce, Fla., as well as Steve Barnett Imports, Vero Beach, Fla., and Arbor Dodge, Ann Arbor, Mich.

"It's important for the manufacturer to be looking at duals for the salvation of the dealers," Barnett said.

Ford-UAW talks on front burner; pressure grows

By Marjorie Sorge
Labor Editor

After almost three weeks on the back burner while General Motors and the UAW tried to agree on a new contract, Ford Motor Co. and the union will begin full-scale bargaining today (Feb. 1).

Ford talks had originally been scheduled to resume last Friday. Company spokesmen said that the delay was a result of the UAW-General Motors bargaining council meeting and the UAW board meeting being moved to Chicago for the weekend.

When talks began between the UAW and the auto companies three weeks ago, Ford immediately began playing second fiddle to GM where the pattern agreement was being set.

But indications now are that Ford and the UAW may develop a contract different from any negotiated at GM. UAW President Douglas A. Fraser has said different solutions to labor cost problems may be necessary at Ford. He has also indicated the length of an agreement with Ford could be different from the contract at GM which the union wants to expire in September, 1983.

Talks broke off between the union and GM Jan. 20 without a settlement, and Ford negotiators voted to follow suit pending the decision of the UAW Ford and GM Councils Jan. 23. Those councils met in Washington, and both voted to continue bargaining.

However, the proposal met with stiff opposition in the GM Council and a roll-call vote was taken. By a margin of 58 to 42 percent the council voted to resume talks.

When questioned about the closeness of the GM Council vote, Fraser said, "I would hope it would send a message to General Motors that the workers are very cautious about this approach . . . that they have some apprehension. What has come through loud and clear is their basic concern about job security and outsourcing."

Fraser set midnight Thursday (Jan. 28) as the deadline for a new contract with GM which would include labor cost concessions the auto maker says it needs before the current contract expires Sept. 14, 1982.

"This is the final, final chance," he said. "If you don't do it this time, forget about it until July."

At presstime GM and the UAW had not reached an agreement but both sides were optimistic.

• So far only two proposals have been put on the table at Ford and no full-scale negotiations have begun, according to Donald Ephlin, UAW vice president and director of the union's Ford department.

UAW officials say if an agreement is reached at GM, Ford negotiators will spend a good deal of time studying the plan, trying to tailor it to Ford needs. That contract could be different from any reached at GM.

"If they (Ford) have different problems than GM workers, we aren't going to march in lock-step," Fraser said. "If they have different problems that deserve different solutions, then we should look for those different solutions."

Fraser said there may not be any difference in the economics of an agreement at Ford but in-

Continued on Page 42, Col. 1

British delay decision on more DeLorean aid

By Edward Lapham
Financial Editor

British officials last week left the DeLorean sports car enterprise, its dealers and workers hanging in the lurch by deferring a decision of whether to provide additional financing until after a 14-day study by accounting firm Coopers & Lybrand.

John DeLorean, DeLorean Motor Co. chairman, had been seeking \$60 to \$70 million in export financing guarantees from the quasi-governmental Export Credit Guarantees Department.

A spokesman in the company's

New York office said that at one point last week John DeLorean had asked British officials for "a restructuring" of the arrangements under which the British Government, through Northern Ireland agencies, already has provided the project with grants, loans and equity investment totaling about \$160 million.

The spokesman said DeLorean was "not necessarily" asking for the guarantees but for some other type of arrangement.

DeLorean, who rushed into meetings to discuss the ramifi-

Continued on Page 8, Col. 1

breaking news

UAW-GM talks fall through

DETROIT.—The UAW and General Motors failed to reach agreement last week on a contract which could have reduced labor costs and passed on those cuts to the customer through lowered car prices. UAW President Douglas A. Fraser said he expects consumers now will be angry at both the UAW and GM and GM car sales will continue to be slow. Failure to reach an agreement will also cause major layoffs at GM and some plant closings. Contract talks will resume in July.

Separately, Ford Motor Co., also seeking concessions, said its under-10-year-seniority SUB fund runs out this week.

General Dynamics top prospect for Chrysler unit

DETROIT.—A list of possible buyers of Chrysler Corp.'s defense subsidiary apparently has been narrowed to General Dynamics Corp. Several firms had expressed interest in acquiring the money-making tank building operation.

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Quality Assurance Centers to be closed

Brown cites potential in DeLorean changes

By Edward Lapham
Financial Editor

DeLorean Motor Co. officials are continuing to make product, marketing and sales changes despite the company's unsuccessful bid last week to arrange additional export financing through British sources.

"Given time, there are a lot of things we can do to improve market potential," said C. R. Brown, president of DeLorean Motor Cars of America, the company's U. S. marketing and sales division.

Brown said the quality of the gullwing sports cars being shipped from the Dunmurry (Northern Ireland) plant has improved to the point that he is phasing out the company's three Quality Assurance Centers which will eventually save the company between \$1 million and \$2 million monthly.

The Michigan center is virtually closed now, he said, and the New Jersey and California sites could be scaled back by as soon as the end of March.

Brown said the company is retaining the top people from the QAC operations and integrating them into operations elsewhere. The company will retain some prep operations, however, to clean the cars and repair any marine damage sustained enroute from Belfast harbor.

The QAC phase-out reflects continuing improvement in product quality. Originally, the "prep" operations were costing the company about \$2,000 per car, sources said, although that figure recently has been reduced to about \$1,000 per car.

Brown and his lieutenants are now turning their attention to other matters, including an approved plan to paint some of the cars.

He said there are currently two "proven, tested" systems for applying paint to stainless steel, one by duPont and one by Ditzler. Dealers can paint the cars, if desired, in their own paint bays. Two early colors are a "Ferrari-like" red and a "startling" black, he said.

Brown confirmed that there has been a problem with fingerprint smudges, after five or 10 car washes, when the sealer applied by the company washes off. Brown said duPont has developed a clear coat, which will be applied like paint and sit on the metal.

"It is completely impervious to fingerprints," he said, and "enhances the appearance of the stainless steel."

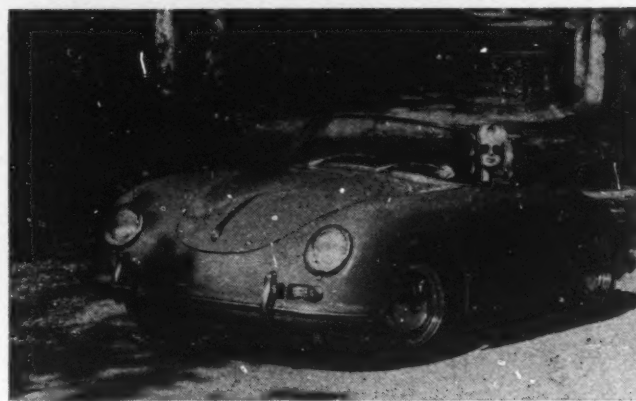
The sales and marketing di-

vision also is set to launch a number of sales meetings to "correct infractions" by dealership sales personnel. The infractions, involving improper approaches to "selling a \$25,000 car," were discovered by a secret shopper posing as a prospect Brown sent to visit dealerships.

Brown, who said he still goes to the Dunmurry plant "every month or two" to confer with the production people, said a number of dealers sent telegrams directly to DMC Chairman John Z. DeLorean during the negotiations with British officials to express their view of the situation.

"They were all optimistic and enthusiastic," he said. "And these were dealers from the de-

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Sportster RS with heritage

Lafer Auto Sales, North Hollywood, Calif., will introduce at the NADA show the Sportster RS. It is made in Vancouver, B. C., by Intermeccanica International, owned by Frank Reiser, who founded Carrozzeria Intermeccanica in Italy in 1959. This Porsche replica, designed for performance, is based on modified VW Beetle mechanicals. It features roll-up side windows, GT driving seats and torsion bar suspension and may be ordered with a hardtop individually fitted to the car. Base price is \$17,900, and annual production is estimated to run near 150.

French influence grows at AMC

Tippett talks about new products

By Al Fleming
Industry Editor

SOUTHFIELD, Mich. — Tough economic times are not changing or delaying American Motors' new-product plans.

W. Paul Tippett spelled that out to AUTOMOTIVE NEWS in no uncertain terms exactly one week after being elected chairman of the board and chief executive officer of the company on Jan. 15.

Those plans include:

The start this month of export shipments of Jeep CJ-models from Toledo to French parent Renault, for marketing in France and Belgium.

Introduction in March of the Renault Fuego, a sporty two-seat car, in the U. S.

Introduction next September of the U. S.-produced version of the Renault R-9 front-wheel-drive small car.

Availability of diesel engines for Jeeps and the imported Renault 18i during 1982.

Debut of a new generation of

downsized, fuel-efficient Jeeps in the spring of 1983, along with a brand new AMC-designed-and-built four-cylinder engine.

And phase-out of AMC's rear-wheel-drive cars by the start of the 1985 model year, at which time the company will be marketing a variety of front- and four-wheel-drive vehicles and powertrains.

"The history of this company has been that we've never had a steady flow of new products," said Tippett, who succeeded Gerald Meyers as chairman in a sudden top-level shift in mid-January.

"We'd come out with a hot new product, then have to sit in the weeds for a while. We want to avoid that; we've got an effective line of products coming, and they're starting to roll now."

The 49-year-old auto executive added: "We expect to spend about \$1 billion over the next five years. That's a big capital expenditure for us, or just about anybody. Those plans are proceeding and the products are coming."

Tippett said the company will start exporting Toledo-made Jeep CJs this month, starting with diesel-powered models. Gasoline versions will follow later this year. The diesel is a Renault four-cylinder 2.2-liter engine.

AMC already sells Jeeps in Italy, Germany, Spain, the UK and Switzerland through its international operations. Renault will handle distribution in France and Belgium, where the French company is particularly strong.

"I'd say we might expect to sell 5,000 to 10,000 Jeeps in Europe this year," Tippett said. "The four-wheel-drive market is much smaller there than here." But he expects it to grow.

Tippett estimated the diesel-engine Jeep going overseas will boast the equivalent of 30 miles per gallon U. S. fuel economy in city driving. He said the U. S. Jeep CJ with four-cylinder gasoline engine gets 23 MPG city.

Next month AMC/Renault dealers in the U. S. will begin selling the Fuego. Reportedly, the introduction date is March 10 for the little sportster, whose

price tag is expected to be in the \$8,500 range.

Tippett said Fuegos have started arriving from Europe, "and by the time we get distribution sorted out, we'll probably launch in the middle of March."

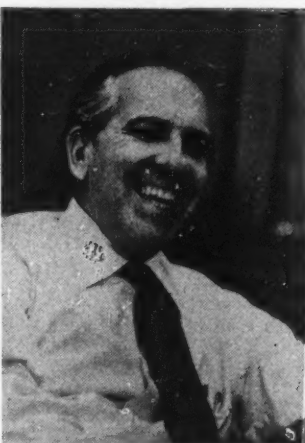
He said Fuego "will have turbocharged and fuel-injection versions. We're not just selling econoboxes here; we want to sell some things that get people's blood stirring a bit. I think it (Fuego) will have a significant appeal and bring some romance back into the business."

While declining to talk about specific price or planned import volumes, Tippett declared: "I think you'll be surprised at how attractively it's priced."

He added that prices will be in "a rather broad range, starting at about the Datsun 200-SX and going through Volkswagen Scirocco and Toyota Celica Supra—the cars we expect it (Fuego) to compete with."

He said sales will depend on

Continued on Page 42, Col. 3



On Jeep

AMC Chairman W. Paul Tippett looks to European Jeep sales of 5,000 to 10,000 for '82. Next year, downsized Jeeps will debut. "The trick is to make them lighter and smaller without sacrificing packaging and toughness," Tippett says.



Jim Piegas photos

Big Numbers for X-42

"I think we'd want to sell 100,000 a year," Tippett says of the Renault car code-named X-42 that is to be built in Kenosha beginning this summer. AMC's current rear-drive cars are to be phased out by 1985, replaced with X-42 derivatives.

Debt to banks paid off early by Chrysler

By Edward Lapham
Financial Editor

DETROIT.—Chrysler Corp. officials could hardly conceal their glee last week when they announced early repayment of \$47.5 million in bank debt which will save the company about \$2.5 million in interest charges.

The payment, which will be made today (Feb. 1) instead of March 31, is the fourth and final installment in a \$1.3 billion debt restructuring plan with 150 lenders. It will virtually remove all bank debt from the auto maker's balance sheet.

Chrysler Chairman Lee Iacocca said that the early payment is "only the latest indication" of "improved financial position."

He said, "Chrysler's cost-cutting efforts, its efficient manufacturing operations, and its strong sales performance in a severely recessed market have put us in a strong cash position."

Under the terms of the restructuring agreements, Chrysler's 150 lenders agreed to accept repayment of about half the \$1.3 billion debt at the rate of 30 cents on the dollar. The other half of the debt was repaid with Chrysler preferred stock.

The company said it issued about 343,000 of the preferred shares, each with a redemption value of \$3,200.

That means a total redemption value of nearly \$1.1 billion in exchange for the \$686 million in debt.

The \$47.5 million payment made today is the final payment in the 30-cents-on-a-dollar portion of the bank debt.

The company also made a \$71 million payment last March, a

Continued on Page 43, Col. 3

Trade-zone status to save Chrysler \$300,000 a year

DETROIT.—Chrysler Corp. has been granted free trade sub-zone status for its Jefferson Ave. assembly plant, which could save the auto maker as much as \$1.5 million in duty payments over the next five years.

The status was granted by the Commerce Department through Greater Detroit Free Trade Zone, Inc., which last year successfully brought a free trade zone to the city.

The sub-zone status will allow Chrysler to pay a lower duty rate on imported Mitsubishi 2.6-liter engines it installs as an option in the K-cars assembled at the Jefferson Ave. plant by deferring duty until the vehicle is completed. The duty will then be lower than it would be on a component.

The company said the duty rate differential will amount to about \$300,000 annually. The status is good for five years with an option to renew for an additional five years.

A company spokesman said some "procedural matters" need to be resolved before the company can assume the status. One source said the status is likely to go into effect this spring.

Ford Motor Co.'s Romeo (Mich.) tractor plant and Volkswagen's Westmoreland (Pa.) assembly plant also have sub-zone status.

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57th year — No. 4900

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 905 E. Jefferson Avenue, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.



All-new Town and Country for '82

About the only thing that stays the same on the Chrysler LeBaron Town and Country wagon for '82 is the simulated wood-grain exterior panels. The luxury downsized model is the first domestic midsize wagon with front-wheel drive, and it incorporates more than 30 chassis and suspension-system changes.

Chrysler's LeBaron wagon first in class with FWD

DETROIT. — Chrysler Corp. has unveiled the first domestic front-drive midsize station wagon, as the 1982 LeBaron Town and Country.

The four-door model is equipped with two bench seats for seating six. A four-cylinder, 2.6-liter (156 CID) Mitsubishi-built MCA-Jet engine is the only powerplant available. Rated at maximum of 92 HP and torque of 131 pounds-feet, the engine is mated to a three-speed automatic transmission.

Chrysler Corp. said some 30 suspension-system and chassis component changes were made to improve the ride and noise level in the downsized Town and Country wagon.

Included in the changes is an improved Iso-strut front suspension design using a linkless sway bar mounted directly to the suspension crossmember for greater roll stability. Reduced front coil spring rates and modifications to the steering arm geometry are said to provide better response in curves and turns.

Low-friction rear gas shocks and low-rolling-resistance steel-belted radial tires specially tuned to the car are both designed for a smoother ride. The front bumper and a dynamic absorber on the steering wheel hub have been tuned to absorb vibration inherent with transverse-mounted four-cylinder engines.

Town and Country employs hydraulic, diagonally divided power front disk and rear drum brakes. The system is said to stop the car evenly and quickly, even in instances of hydraulic failure. A new damped-iron rotor in the disk brakes is said to

provide quiet, high performance.

Another engineering change for '82 is a new, quieter, lighter, five-blade engine fan.

The Town and Country continues to appeal to the upscale wagon buyer, with its simulated woodgrain exterior panels, standard plush carpeting, dual remote rearview mirrors and fully reclining adjustable front bucket seats.

Additional standard equipment includes clock, inside hood release, AM radio, dual horns and warning light package.

A rectangular grille is flanked by dual rectangular halogen headlamps.

The extensive optional equipment list includes a luggage rack with skid strips, wire wheel covers, aluminum road wheels, velvet high-back bucket seats and deluxe stereo and speaker package.

Town and Country is built on a 99.9-inch wheelbase and has an overall length of 179.8 inches; height, 52.7 inches; width, 68.5 inches, and curb weight, 2,710 pounds.

Mid-month tally is 129,894

New-car sales lowest since 1958

By Jenny L. King
Staff Writer

Domestic new-car sales kept a very low profile during the mid-January period. Presumably many customers were waiting for the outcome of the early renegotiations between General Motors, Ford and the UAW. Price reductions had been hinted at earlier in the month.

Total sales for the nine days between Jan. 11 and 20 were 129,894, down 4.86 percent from 136,524 a year earlier and lowest for the period since the 117,221 reported back in 1958.

The daily selling average was 14,433 based on nine days, down 15.43 percent from 17,066 for eight days a year ago.

All five major U.S. auto makers were down from 1981 on a daily-rate basis, while Ford Motor Co. was up on a year-to-year comparison. Ford sales numbered 33,397, up 10.19 percent from 30,308 (down 2.05 percent daily rate basis). General Motors, source of the price-cut rumors, was down 6.90 percent, to 77,247 from 82,976 (down 17.25 percent daily rate).

Chrysler Corp., which has not been involved with contract

Continental Concept 90 lifts the curtain

Ford to accent aerodynamic styling

NEW YORK. — Aerodynamic styling, which the automobile industry has previously reserved for small sporty cars, will be introduced by Ford Motor Co. to the luxury market in the near future.

Ford is testing its "aero" design by displaying for the first time a one-of-a-kind model called Continental Concept 90 on the Lincoln-Mercury stand at the New York Auto Show. The

Picture on Page One.

show opened Jan. 30 and will run through Feb. 7.

Joseph E. Cappy, Lincoln-Mercury general marketing manager, told newsmen at a preview here that Continental Concept 90 will give luxury-car buyers "a taste of the mid-80's and beyond and will give us an opportunity to research the reaction to such a complete departure from the company's traditional luxury car design themes."

Donald F. Kopka, Ford vice president - Design, explained that "aerodynamic design not only is the most contemporary look in automotive styling, it also is the most fuel-efficient because it minimizes power-robbing air resistance."

Kopka said the "great majority" of cars of the future will remain in the four-to-six-seat size, but the aerodynamic influence will be clear.

"We believe our future cars will be so distinctive in appearance that they will be immediately distinguishable from everything else on the road," he said.

Continental Concept 90 has the styling cues of Ford Motor Co.'s Continental luxury car. The Continental Concept 90 is a five-passenger car, and the rear deck lid carries a hint of the Continental "spare tire" conformation.

In profile, the sleek, rounded, pearlescent-white two-door hardtop exhibits a subtle wedge

shape that results in an estimated coefficient of drag rating of 0.32. The aerodynamic design also is apparent when viewed from above—slightly tapered at front and rear to hold airflow tight to the body.

"One of the most distinctive design elements of the Continental Concept 90 has important consumer benefits besides aerodynamics," said Cappy. "The doors are limousine-style and carry up into the roof surface. They not only provide easier entry and exit, they permit us to hide the drip rails within the door openings and gain a further reduction in air resistance."

Throughout, the car shows attention to aerodynamic detail. It has integrated, flush headlamps and wraparound tail-lamps, as well as flush-appearing glass. A lower front valance panel heightens aerodynamic efficiency, as does the concealed windshield wiper system.

Airflow openings are meticulously arranged to provide good cooling and excellent airflow management. The "fast" windshield and backlite angles contribute to the smooth airflow over the top of the vehicle and reduce air resistance, and the free-standing side-view mirrors are designed to be highly aerodynamic.

Bumpers are completely flush, integrated into the body shape, and an integrated wrap-around moulding for bodyside

and bumper protection carries around the car. Flush wheel-covers add further to the car's "slipperiness."

Complementing the design features that give the concept car its superb aerodynamic promise are several functional engineering features. Based on the principle that the stance of the vehicle as it meets the on-rushing air affects aerodynamic drag, the car can vary its dynamic vehicle attitude and improve fuel economy by a further 4 percent.

Another advance is the thermostatically controlled louvered grille. It is designed to match the engine and air conditioning cooling requirements to the airflow over the surface of the car.

As low speeds, as when the car is climbing a steep grade at 30 miles per hour, a maximum amount of air would pass through the grille, for maximum cooling. At highway cruising conditions, the louvers' angle would change to minimize the cooling drag by diverting a greater proportion of the airflow over the car and improving fuel economy by an additional 6 percent.

Continental Concept 90 has a low profile, with an overall height of 53.2 inches. It sits on a 108.3-inch wheelbase and is 200 inches long. By comparison, the 1982 Mark VI stands 55.4 inches, the wheelbase is 114.3 inches and length is 216.0 inches.

Toyota still studying reports on possibility of U.S. plant

TOKYO. — Toyota plans to invest about \$1.2 billion this year, the same as in 1981.

About half that amount is going into Toyota's belated program to switch to front-wheel drive. Little money will be spent on new overseas plants, however, except in Taiwan, if as expected, Toyota wins that

contract.

The company says that costs in the U.S. are too high, and blames the UAW for obtaining too-high wages from the manufacturers. However, Toyota is watching the current renegotiations with interest, and Shochiro Toyoda, president of Toyota Motor Sales, told AUTOMOTIVE NEWS that if the result is substantially lower manufacturing costs, then Toyota might think again.

However, Toyota is still mulling over the three reports on U.S. manufacture it commissioned a couple of years ago. These were submitted last March, yet the company says that it has yet to make a decision on the matter. This long delay makes a positive reaction very unlikely.

Toyoda said that a plant in Taiwan was much more attractive than one in the U.S., owing to the lower labor rates. In addition, Toyota hopes to be able to build quality products as a demonstration to its Japanese employees that quality is not a Japanese prerogative.

Toyoda said that it would be no problem for Toyota to sell cars built in Taiwan through its existing overseas sales network.

Japan's top seller is Toyota Corolla

TOKYO. — Once again, the Toyota Corolla was the top selling passenger car in 1981 in Japan with 251,005 units.

It was followed by the Nissan Bluebird (810), 183,906; Mazda GLC, 166,284; Nissan Sunny, 160,180, and Toyota Cressida, 116,724. Indications are that the Bluebird will fall below the GLC and Sunny this year.

Japan reports on car exports

TOKYO. — Passenger-car exports from Japan numbered 293,839 in October, the most recent month for which detailed figures are available, according to the Japan Automobile Manufacturers Assn.

North America accounted for more than half the total, with 133,344 going to the U.S. and 14,641 to Canada.

Other leading countries on the export list were: Australia, 12,099; West Germany, 13,678; the Netherlands, 9,696; Saudi Arabia, 7,924; New Zealand, 7,409; Belgium, 7,363; Malaysia, 7,247; Switzerland, 6,651; England, 5,678, and Nigeria, 4,606.

DOMESTIC SALES

	Jan. 11-20, 1982	Jan. 11-20, 1981
AMERICAN MOTORS	2,500†	2,700†
Chrysler	2,942	2,896
Imperial	81	99
Plymouth	6,031	6,605
Dodge	5,792	6,796
CHRYSLER CORP.	14,846	16,398
Ford	23,684	22,289
Mercury	7,737	6,770
Lincoln	1,976	1,249
FORD MOTOR	33,397	30,308
Buick	13,879	13,155
Cadillac	5,160	5,707
Chevrolet	28,309	34,480
Oldsmobile	18,621	18,967
Pontiac	11,278	12,667
GENERAL MOTORS	77,247	82,976
VOLKSWAGEN	1,904	4,142
INDUSTRY TOTAL	129,894	136,524

† Estimate

Large car plans scrapped

Cash, sales woes kill Opel Rekord project

BERLIN. — A new Opel Rekord, scheduled to go into production in August/September, 1983, as a 1984 model, has suddenly been canceled.

Preliminary designs showed a car of conventional concept and fairly large size, continuing the Rekord's traditional role of bridging the gap between the mid-size family car (Ascona) and the big luxury car (Senator).

Some of the reasons for the

cancellation are obvious, while others remain obscure. It is known the General Motors subsidiary is going through something of a liquidity crisis, and that pressure was put on management to make cutbacks in its spending plans, including investment spending.

Why the Rekord was chosen for the chopping block also is no mystery.

Current models have not lived up to sales targets, and to replace them with a more modern design to fit into the same slot in the market was an idea that lately lost its attraction.

The mystery concerns Opel's alternative plans. One option is not to replace the Rekord with a separate car line.

Hoover appointed

FOUNTAIN VALLEY, Calif. — Mitsubishi Motor Sales of America has appointed Jeanne K. Hoover sales promotion and merchandising manager. She formerly was vice president, account supervisor at Campbell-Ewald Co., Hollywood, Calif.

It is doubtful that Opel's marketing specialists will allow the Rekord name to die, and it is easy to visualize a stretched Ascona (J-car) with more power and higher-grade trim and equipment to fit into the Rekord price slot.

Ditching the Rekord program does not mean Rekord production will necessarily end in the summer of 1983. If there is a continued demand of sufficient volume for the old model, Opel could keep it in production into the second half of the 1980s.

Nor does it mean that an all-new Rekord program cannot be activated later. That looks less and less likely, however, in view of Opel's downward expansion in the market, with the addition in 1982 of the S-car below the Kadett.

Opel's high-volume car lines will then be the S-car, the Kadett and the Ascona. A new Rekord with specific compo-

nents could probably not be justified by the expected sales volume.

As for the problem of filling the gap between the high-volume cars and the Senator/Monza prestige models, it may disappear by itself. The Senator/Monza, new in 1979, never

gained the expected popularity and Opel is losing money on this car line.

If the cars are discontinued Opel has the freedom to go with one, at whatever market level is favorable for new entry.

factories list auction dates

American Motors

Feb. 2 — D-A Auto Auction, New Stanton, Pa.; Aptco Auto Auction, Taylor, Mich.

Feb. 3 — Minneapolis Auto Auction, Shakopee, Minn.; Dallas Auto Auction, Grand Prairie, Tex.; Central States Auto Auction, Mason City, Ia.

Feb. 4 — Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa.; Fredericksburg Auto Auction, Fredericksburg, Va.

Feb. 9 — Ohio Auto Auction, Columbus, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Feb. 10 — Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Sales, Warehouse Pt., Conn.

Feb. 11 — Atlanta Auto Auction, Red Oak, Ga.; Golden Gate Auto Auction, Fremont, Calif.

Feb. 12 — Floyd Hauhe Auto Auction, Bridgeton, Mo.; Con-

cord Auto Auction, Acton, Mass.

Feb. 16 — D-A Auto Auction, New Stanton, Pa.; Aptco Auto Auction, Taylor, Mich.

Feb. 17 — Minneapolis Auto Auction, Shakopee, Minn.; Dallas Auto Auction, Grand Prairie, Tex.; Central States Auto Auction, Mason City, Ia.

Feb. 18 — Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa.; Fredericksburg Auto Auction, Fredericksburg, Va.

Feb. 23 — Ohio Auto Auction, Columbus, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Feb. 24 — Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Sales, Warehouse Pt., Conn.

Feb. 25 — Atlanta Auto Auction, Red Oak, Ga.; Golden Gate Auto Auction, Fremont, Calif.

Feb. 26 — Floyd Hauhe Auto Auction, Bridgeton, Mo.; Con-

Model breakdown

Auction Averages

	January To Date	December	November
1982.....	\$7,098		
1981.....	6,488	\$6,424	\$6,689
1980.....	5,174	5,363	5,454
1979.....	5,437	4,321	4,857
1978.....	3,627	3,475	3,782
1977.....	2,920	2,590	2,733
1976.....	2,368	2,026	2,099
1975.....	1,829	1,361	1,562
Overall Average	\$5,021	\$4,117	\$4,315

Used car sales

Auction Averages

January to date	\$5,021
Month ago	\$4,117
Year ago	\$3,961

used-car auction directory

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Steel-belted most popular on '81 cars, but fiberglass gains, too

Radials are boss, but what kind?

By Joseph Bohn
Marketing Editor

With radial tires now standard equipment, the only question is what kind of radials will auto makers be using in the future?

Meanwhile, white sidewall tires continue to be very popular, although raised-letter tires appear to have very limited appeal, an AUTOMOTIVE NEWS survey of '81 model car production reveals.

Radial tires, whether of steel or fiberglass-belted construction, went onto 99.72 percent of domestic '81 cars. Except for temporary-use spares, all '82 models have radials.

However, the kind of radial mix offered on future models is still a moot point — since auto companies, although they prefer the longevity of steel radials, are also trying to hold costs down.

In the '81 model year, 69.94 percent of domestic cars had steel-belted radials, up slightly

from 68.97 percent penetration in '80.

Meanwhile, penetration of fiberglass-belted radials jumped to 29.78 percent from 28.47 percent in '80.

General Motors is still unwilling to commit itself to an across-the-board use of steel radials, as Ford Motor has done.

On the new J-cars, for example, the Cadillac Cimarron had standard steel-belted radials, but the Chevrolet Cavalier had an 87.20 percent penetration of fiberglass-belted radials.

GM will probably continue the pattern of offering versions of each, depending on the car's price range and other appointments.

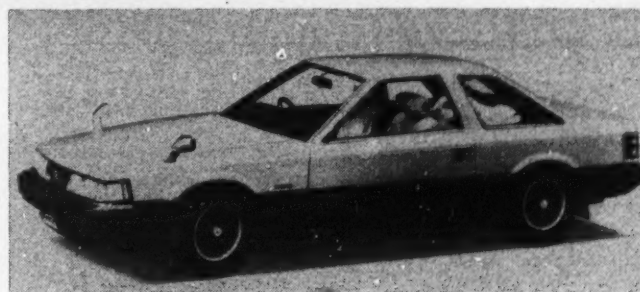
Chrysler continues to be the heaviest user of fiberglass-belted radials, with an 84.17 percent penetration, up from 81.23 percent in '80.

Since cost-cutting is the name of the game these days, it remains to be seen whether Ford

can continue to afford top-of-the-line steel radials as standard equipment on all future models.

Volkswagen put steel radials on 98.7 percent of domestically built Rabbits and didn't offer a glass-version of the radial last year.

White sidewall, or striped tires, went onto 81.57 percent of cars last year and raised-letter tires onto 3.19 percent. The total of 84.76 percent of these fancier types of tires compared with a combined 85.94 percent penetration on '80 models.



Toyota Soarer honored

Toyota announced that its Soarer has been named Japan's car of the year for 1981-82. Toyota said the award is presented by a 14-member committee of experts in automotive and mass media fields. The Soarer, which is not sold in the U. S., has the basic underpinnings of the Toyota Supra.

Study in plastic body panels more than a Fiat show car

TURIN, Italy. — Fiat has unveiled a prototype which it is using to investigate mass production techniques for plastic body panels.

Although the prototype is expected to be nothing more than a show car, the money spent on its development may have been profitable for Fiat. Introduction was timed to put pressure on the Italian government to grant Fiat a long-awaited \$1.25 million for automotive R&D.

The plastic prototype project was financed by Fiat but developed by a recently established research organization here, the Institute of Automotive Development (I.D.E.A.). It is directed by Franco Mantegazza and staffed by Fiat and independent experts.

The grant that Fiat is seeking would represent 30 percent of the company's planned R&D ex-

penditures for the 1981-85 period.

Meanwhile, introduction of the all-new replacement for the 127 has been delayed until at least winter, 1982. The decision to delay the "Modello Uno" was made more than a year ago. Its design was said to be unsatisfactory.

As a consequence, the 127 is to remain on the market and was facelifted for its December introduction.

Pontiac appoints eight to product engineering posts

PONTIAC. — Pontiac has announced eight appointments to its product engineering staff.

William G. Hartmann has been named body staff engineer and assumes responsibilities for GM Design Staff liaison and interior color and trim projects.

John Seaton has been appointed staff engineer for heating, ventilating and air conditioning. He also assumes the responsibilities of GM lead division engineer of HVA/C.

Richard V. Trax has been appointed staff engineer, experimental engineering.

Robert R. Kern is the new assistant staff engineer, experimental test.

Richard T. Hartzell has been named staff engineer — project manager organization. His responsibilities include car line project managers, mass control group, export engineering and product information.

John A. Alfes has been appointed staff engineer—advanced engineering.

Edward W. Hufnagle is the new project manager for Pontiac's A-car and X-car lines.

Dean O. Hilke has been named supervisor of the product compliance, surveillance and certification group. He is responsible for engine emissions compliance with the government regulations.

Herbert E. Kadau has retired after 31 years with Pontiac and General Motors.

Trade bill eyed; would give U.S. firms a break

WASHINGTON. — A broad trade bill involving changes in regulations on dumping, escape clause and reciprocity is under consideration by Senator John Heinz, Pennsylvania Republican, who is up for election this year.

Of special concern to the auto industry is a provision which Heinz says could give the President greater authority to retaliate against countries that do not provide U. S. producers with reciprocal access to their markets for goods and services.

Moreover, Senator John Danforth, Missouri Republican, who chairs the Trade Subcommittee of the Senate Finance Committee, has expressed interest in a similar move obviously aimed at U. S.-Japan auto trade.

Riviera appoints Haas

HILLSBORO, Ore. — Jeffrey W. Haas has been appointed district sales manager in western Washington for Riviera Motors, Inc. Riviera is the Volkswagen distributor for Washington, Oregon, Montana, Idaho and Alaska.

TIRE OPTIONS ON 1981 U. S. MODELS

	Steel Belted Radials	Percent of Output	Glass Belted Radials	Percent of Output	White Sidewalls	Percent of Output	Raised Letter Sidewalls	Percent of Output
AMERICAN MOTORS								
Spirit.....	29,963	21.85	107,123	78.12	85,047	64.21	872	0.64
Concord.....	1,817	4.10	42,782	95.90	29,370	65.90	707	1.60
Eagle.....	9,164	16.60	45,933	83.30	38,540	69.90	165	0.30
SX/4.....	8,624	59.50	5,862	40.50	9,386	64.80	.....	.....
	10,358	45.10	12,546	54.70	10,751	46.90	.....	.....
CHRYSLER CORP.								
Chrysler-Plymouth Total.....	105,927	14.44	617,404	84.17	577,990	78.80	15,567	2.12
Horizon.....	61,422	14.57	352,689	83.67	338,165	80.22	3,915	0.93
Reliant.....	8,052	9.20	79,475	90.80	63,457	72.50	.....	.....
TC3.....	18,018	8.80	186,730	91.20	177,721	86.80	.....	.....
Gran Fury.....	8,360	16.00	43,893	84.00	33,129	63.40	3,449	6.60
Cordoba.....	294	3.80	883	11.40	1,177	15.20	.....	.....
LeBaron.....	13,231	65.20	7,062	34.80	19,826	97.70	466	2.30
Chrysler.....	5,373	14.00	32,160	83.80	32,275	84.10	.....	.....
	8,094	76.50	2,486	23.50	10,580	100.00	.....	.....
Dodge Total.....	44,505	14.27	264,715	84.85	239,825	76.87	11,652	3.74
Omni.....	6,570	10.10	58,477	89.90	45,273	69.60	.....	.....
Mirada.....	7,330	61.60	4,569	38.40	10,757	90.40	1,142	9.60
Aries.....	12,028	7.60	146,241	92.40	141,176	89.20	.....	.....
Diplomat.....	1,909	8.90	19,540	91.10	15,980	74.50	.....	.....
024.....	15,790	31.70	34,021	68.30	24,607	49.40	10,510	21.10
St. Regis.....	878	15.90	1,867	33.80	2,032	36.80	.....	.....
FORD MOTOR								
Ford Division.....	1,503,946	100.00	.....	.....	1,048,796	69.74	24,183	1.61
Escort.....	1,021,945	100.00	.....	.....	670,725	65.63	14,322	1.40
EXP.....	320,727	100.00	.....	.....	103,274	32.20	.....	.....
Fairmont.....	71,644	100.00	.....	.....	.....	.....	10,245	14.30
Mustang/Mustang II.....	180,828	100.00	.....	.....	144,584	89.90	.....	.....
Granada.....	182,562	100.00	.....	.....	151,161	82.80	3,834	2.10
Thunderbird.....	121,341	100.00	.....	.....	113,818	93.80	243	0.20
Ford.....	86,693	100.00	.....	.....	86,693	100.00	.....	.....
	78,150	100.00	.....	.....	71,195	91.10	.....	.....
Lincoln-Mercury Division.....	482,001	100.00	.....	.....	378,071	78.44	9,861	2.05
Lynx.....	111,978	100.00	.....	.....	55,541	49.60	.....	.....
Capri.....	58,946	100.00	.....	.....	26,231	44.50	2,947	5.20
Zephyr.....	66,509	100.00	.....	.....	61,454	92.40	.....	.....
Cougar.....	53,653	100.00	.....	.....	51,292	95.60	107	0.20
XR-7.....	37,275	100.00	.....	.....	37,275	100.00	.....	.....
Mercury.....	61,638	100.00	.....	.....	61,083	99.10	.....	.....
LN7.....	22,465	100.00	.....	.....	15,658	69.70	6,807	30.30
Lincoln.....	32,839	100.00	.....	.....	32,839	100.00	.....	.....
Mark VI.....	36,698	100.00	.....	.....	36,698	100.00	.....	.....
GENERAL MOTORS								
Buick Division.....	2,909,760	69.21	1,287,809	30.63	3,782,453	89.97	175,140	4.17
Skyline.....	634,992	74.10	220,270	25.70	828,016	96.62	4,505	0.53
LeSabre.....	68,965	26.50	191,642	73.50	245,192	94.10	1,376	.50
Century.....	88,484	99.20	726	0.80	87,423	98.00	.....	.....
Regal.....	116,385	80.70	27,902	19.30	139,860	96.90	222	0.20
Electra.....	240,200	100.00	.....	.....	234,551	97.60	2,907	1.20
Riviera.....	68,983	100.00	.....	.....	68,983	100.00	.....	.....
Cadillac Division.....	52,007	100.00	.....	.....	52,007	100.00	.....	.....
Cimarron.....	252,256	100.00	.....	.....	245,429	97.29	.....	.....
Seville.....	14,048	100.00	.....	.....	7,221	51.40	.....	.....
Eldorado.....	28,606	100.00	.....	.....	28,606	100.00	.....	.....
Cadillac.....	60,557	100.00	.....	.....	60,557	100.00	.....	.....
Chevrolet Division.....	149,045	100.00	.....	.....	149,045	100.00	.....	.....
Chevette.....	816,257	48.79	852,074	50.93	1,379,247	82.44	117,553	7.03
Cavalier.....	23,607	5.20	430,374	94.80	390,425	86.00	2,270	0.50
Camaro.....	8,337	12.80	56,793	87.20	40,120	61.60	1,172	1.80
Citation.....	126,138	100.00	.....	.....	63,826	50.60	59,663	47.30
Malibu.....	127,826	30.90	285,553	69.10	354,265	85.70	9,094	2.20
Monte Carlo.....	142,611	62.90	79,354	35.00	205,188	90.50	453	0.20
Chevrolet.....	157,115	100.00	.....	.....	155,230	98.80	.....	.....
Corvette.....	184,992	100.00	.....	.....	170,193	92.00	.....	.....
	45,631	100.00	.....	.....	.....	.....	44,901	98.40
Oldsmobile Division.....	822,265	87.41	118,390	12.59	910,584	96.80	6,477	0.69
Omega.....	41,502	28.00	106,416	71.90	133,773	90.40	1,254	0.80
Cutlass.....	183,756	93.80	11,974	6.10	190,596	97.30	194	0.00
Cutlass Supreme.....	285,835	100.00	.....	.....	278,311	97.30	5,029	1.70
Oldsmobile.....	268,568	100.00	.....	.....	265,300	98.70	.....	.....
Toronado.....	42,604	100.00	.....	.....	42,604	100.00	.....	.....
Pontiac Division.....	393,990	79.82	97,075	20.18	419,177	87.14	46,605	9.69
Firebird.....	70,899	100.00	.....	.....	24,389	34.40	44,808	63.20
Phoenix.....	56,767	44.40	71,102	55.60	117,467	91.90	1,653	1.30
Grand Prix.....	106,344	100.00	.....	.....	107,369	99.10	.....	.....
LeMans.....	45,975	63.90	25,973	36.10	69,574	96.70	144	0.20
Pontiac.....	102,005	100.00	.....	.....	100,378	98.40	.....	.....
VOLKSWAGEN								
	177,300	98.70	.....	.....	15,103	8.40	.....	.....
Total Cars, U. S.	4,726,896	69.94	2,012,336	29.78	5,512,389	81.57	215,762	3.19

NOTE: Figures are generally based on U. S. production. However, Canadian-only sourced cars, such as Cordoba/Mirada, are included in some instances; also, some '82-only models, such as EXP/LN7 and Cimarron and Cavalier, built during the '81 model run. Figures are based on production of 6,758,283 '81 models, including 4,204,064 GM cars, 1,503,946 Ford cars, 733,513 Chrysler models, 137,125 AMC and 179,635 Volkswagens.

GM's total includes 856,996 Buicks, 252,256 Cadillacs, 1,673,093 Chevrolets, 940,654 Oldsmobiles, and 481,065 Pontiacs. Ford's total includes 1,021,945 Ford Division and 482,001 Lincoln-Mercury models. Chrysler's total includes 421,525 Chrysler-Plymouths and 311,988 Dodges.

February schedule is 16 pct. below last year

14 plants idle; auto output drops

By Patricia Hoffman
Staff Writer

Downtime at 14 assembly points last week dragged domestic auto production down from the previous week's output, and the year-to-date total remains substantially below that of the comparable 1981 period.

Last week, the auto makers scheduled 80,141 units, off 11.86 percent from 90,925 the previous week and down 33.06 percent from 119,713 in the comparable 1981 week.

For the first four weeks of production this year, the makers have built 281,459 cars, down 38.60 percent from 458,888 in the comparable 1981 period.

For February, the makers forecast 403,368 cars, down 16.33 percent from 482,074 in the same month last year.

Checker Motors is the only company scheduling a gain for February, with output slated at 400 units, up 60.64 percent from 249 built in February last year.

February breakdown for the other companies is: General Motors, 255,000, down 14.43 percent from 298,004 last year; Ford Motor, 73,000, down 25.13 percent from 97,505; Chrysler Corp., 56,-

000, down 12.55 percent from 64,033; Volkswagen of America, 14,268, down 13.88 percent from 16,568, and American Motors, 4,700, a drop of 17.76 percent from 5,715.

Of the fourteen assembly points idle last week (Jan. 25), nine were at General Motors. They were: Arlington, Baltimore, Framingham, Janesville, Lansing, Lordstown, Oklahoma City, Willow Run and Wilmington. The Oklahoma City and Janesville facilities were idle for changeover. The others were down for inventory control.

GM's Fremont plant will cut production today (Feb. 1) from two shifts at 45 units an hour to one shift at 45 an hour. There will be 1,900 workers on indefinite layoff. Fremont builds Celebrity, Cutlass and Cutlass Ciera.

Also dropping a shift starting today is GM Lakewood. The plant was building 46 units an hour on two shifts and now will turn out 46 an hour on one shift. There will be 1,500 workers put on indefinite layoff. Lakewood assembles Chevette, T1000 and Acadia.

Also idle last week were

Ford's Atlanta, Dearborn, Kansas City and Wayne facilities and Chrysler's St. Louis point.

Daily overtime was scheduled last week at Ford Wixom. The plant operated nine-hour daily shifts.

AMC's Kenosha point will be idle starting today. The plant is slated to resume Feb. 8, with a line-rate reduction from 510 units a day on one shift to 310 a day.

Breakdown for last week by company is: GM, 65.21 percent; Chrysler, 15.35 percent; Ford, 12.87 percent; VWoA, 4.45 percent; AMC, 2.0 percent, and Checker Motors, 0.12 percent.

Car production in Canada shows gain for January

The return of Ford Motor's St. Thomas facility last week helped boost Canadian auto production 9.52 percent from the previous week's output despite downtime at General Motors' Oshawa (No. Two) point.

The auto makers scheduled 20,406 units last week, up from 18,633 the previous week, and a substantial jump from 2,825 completed in the comparable 1981 week.

The estimated January output is 51,508 cars, up 12.41 percent from 45,822 in the comparable period last year.

The truck makers slated 8,947 units last week, down 16.06 percent from 10,659 the previous week due to downtime at GM's Scarborough (van) facility. The total was also down 24.66 percent from 11,876 in the comparable 1981 week.

Truck output for January is estimated at 30,056 units, down 34.05 percent from 45,574 in the comparable January, 1981.

GM will begin one-shift operations today (Feb. 1) at its St. Therese car facility. The single shift will assemble 45 units an hour, the same number as was previously produced on two shifts.

Downtime is slated for GM's Oshawa truck facility starting next week (Feb. 8). The point will be idle one week for inventory control.

Debt to banks paid off early by Chrysler

Continued from Page 3

\$24 million payment in September and a \$47.5 million payment in December, for a total of \$190 million repaid on \$618.9 million in debt. In addition, the company made a full-force, 100-cents-on-the-dollar payment of \$4.2 million to a few lenders last year.

In his statement, Iacocca again mentioned the progress Chrysler has made in reducing costs while maintaining future product programs and improving current product.

"We are determined to continue our aggressive actions to move through this economic downturn," he said. "And when the upturn comes, Chrysler is ready to go."

Two weeks earlier, Iacocca told a press conference the company is financially "very close to break-even" with a monthly sales volume of 65,000 cars and trucks.

U. S. CAR PRODUCTION

	Week Ended Jan. 30, 1982	Week Ended Jan. 31, 1981	Week Ended Jan. 23, 1982	Jan. Est.	Jan. 1 to Jan. 31, 1981	Jan. 1 to Jan. 30, 1982
AMERICAN MOTORS.....	1,600*	3,275*		3,200*	13,100*	3,200*
AMX.....						
Spirit.....						
Concord.....						
Eagle.....						
Pacer.....						
CHRYSLER CORP.....	12,300	17,300	14,107	36,836	41,645	36,836
Plymouth Total.....	6,100	7,750	5,920	15,520	19,612	15,520
Horizon.....	2,100	2,400	1,850	6,018	6,841	6,018
Reliant.....	4,000	4,900	4,070	9,502	12,180	9,502
Volare.....						
Caravelle.....		100			241	
Gran Fury.....		350			350	
Chrysler Total.....	1,200	2,100	2,778	6,985	3,242	6,985
LeBaron.....	1,200	1,200	2,778	6,985	2,342	6,985
Chrysler.....		900			900	
Dodge Total.....	5,000	7,450	5,409	14,331	18,791	14,331
Omni.....	1,900	2,400	1,637	5,380	6,647	5,380
Aspen.....						
Aries.....	2,800	3,900	2,874	6,783	10,125	6,783
Diplomat.....		850			1,719	
Dodge 400.....	300		398	2,168		2,168
ST Regis.....		300			300	
FORD MOTOR.....	10,318	35,104	26,021	40,642	97,194	40,642
Ford Division.....	5,252	23,807	17,319	22,581	66,929	22,581
Escort.....	2,752	8,395	6,541	9,293	33,261	9,293
Pinto.....						
Fairmont.....		3,322	3,084	3,084	13,826	3,084
Must./Must. II.....		4,049	4,311	4,311	5,241	4,311
Granada.....	1,199	3,614	1,941	3,140	5,095	3,140
T-Bird.....	1,169	2,741	1,333	2,502	2,741	2,502
Ford.....		1,686			6,765	
EXP.....	142		109	251		251
L-M Division.....	5,056	11,297	8,702	18,061	30,265	18,061
Mercury Total.....	3,220	9,966	7,055	11,585	26,226	11,585
Bobcat.....						
Lynx.....	647	2,675	1,614	2,261	10,366	2,261
Capri.....		1,390	1,020	1,020	1,868	1,020
Zephyr.....		972	1,472	1,472	4,292	1,472
Cougar.....	801	1,650	1,325	2,126	2,141	2,126
XR-7.....	444	1,863	300	744	1,863	744
Mercury.....	1,293	1,416	1,310	3,913	5,696	3,913
LN7.....	35		14	49		49
Lincoln Total.....	1,836	1,331	1,647	6,476	4,039	6,476
Continental ('82).....	368		329	1,825		1,825
Lincoln.....	805	588	711	2,508	1,813	2,508
Mark VI.....	663	743	607	2,143	2,226	2,143
Versailles.....						
GENERAL MOTORS.....	52,256	59,484	47,209	193,526	294,431	193,526
Buick Division.....	12,450	16,845	11,932	43,614	69,470	43,614
Skyhawk.....	585	5,445	770	4,462	19,727	4,462
Skyhawk J.....	1,600		1,069	3,244		3,244
Century.....	2,825	3,511	2,604	8,839	12,995	8,839
Regal.....	3,600	3,474	3,637	11,572	18,812	11,572
Buick.....	3,350	3,275	3,290	13,284	13,386	13,284
Riviera.....	490	1,420	562	2,213	4,550	2,213
Cadillac Division.....	5,900	6,420	5,757	20,098	25,662	20,098
Cimarron.....	170		167	491		491
Seville.....	545	720	486	1,402	2,910	1,402
Eldorado.....	1,585	1,460	1,534	4,199	5,877	4,199
Cadillac.....	3,600	4,240	3,570	14,006	16,875	14,006
Chevrolet Division.....	15,650	14,720	9,343	53,239	99,715	53,239
Chevette.....	3,350			3,350	15,620	3,350
Cavalier.....	1,830		1,849	13,466		13,466
Celebrity.....	1,900			4,096		4,096
Monza ('80).....						
Camaro.....	4,155	2,630	3,340	13,547	7,495	13,547
Citation.....	3,495	2,015	3,237	11,044	24,397	11,044
Malibu.....		3,510		2,115	19,425	2,115
Monte Carlo.....		965		2,003	11,757	2,003
Chevrolet.....	320	4,800	310	1,265	18,016	1,265
Corvette.....	600	800	607	2,353	3,005	2,353
Oldsmobile Division.....	11,600	18,659	14,220	51,433	73,263	51,433
Omega.....		3,034		4,894	10,991	4,894
Firenza.....			1,072	3,261		3,261
Cutlass.....		9,375	4,707	9,533	38,253	9,533
Cutlass/Ciera.....	3,675		2,087	9,647		9,647
Oldsmobile.....	5,330	5,340	5,403	21,466	20,382	21,466
Toronado.....	995	910	951	2,632	3,637	2,632
Pontiac Division.....	6,656	2,840	5,957	25,142	26,321	25,142
Acadiana.....					694	
J2000.....				1,839		1,839
Sunbird ('80).....						
T1000.....	331			331		331
Firebird.....	2,325	1,450	1,871	7,051	4,466	7,051
Phoenix.....	720	1,005	801	2,981	9,147	2,981
Grand Prix.....	1,640		1,647	6,482	6,980	6,482
Bonneville ('82).....	1,640		1,638	6,458		6,458
A6000.....						
LeMans.....					4,364	
Pontiac.....		385			1,670	
VOLKSWAGEN.....	3,567	4,550	3,488	7,055	12,430	7,055
CHECKER.....	100		100	200	88	200
Total Cars, U. S.	80,141	119,713	90,925	281,459	458,888	281,459

CANADIAN CAR PRODUCTION

	Week Ended Jan. 30, 1982	Week Ended Jan. 31, 1981	Week Ended Jan. 23, 1982	Jan. Est.	Jan. 1 to Jan. 31, 1981	Jan. 1 to Jan. 30, 1982
AMERICAN MOTORS.....	600	600	528	1,382	2,371	1,382
CHRYSLER CORP.....	3,200		3,276	13,072		13,072
FORD MOTOR.....	7,037	800	3,643	11,256	3,543	11,256
GENERAL MOTORS.....	9,344	1,200	10,962	24,900	39,008	24,900
VOLVO.....	225	225	224	898	900	898
Total Cars, Canada.....	20,406	2,825	18,633	51,508	45,822	51,508
N. American Cars.....	100,547	122,538	109,558	332,967	504,710	332,967
N. American Trucks.....	47,510	48,722	48,317	154,604	191,305	154,604
North American Cars and Trucks.....	148,057	171,260	157,875	487,571	696,015	487,571

*—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended Jan. 30, 1982	Week Ended Jan. 31, 1981	Week Ended Jan. 23, 1982	Jan. Est.	Jan. 1 to Jan. 31, 1981	Jan. 1 to Jan. 30, 1982
CHEVROLET.....	11,626	14,192	12,693	49,859	61,504	49,859
DODGE.....	3,300	1,650	3,133	9,648	5,112	9,648
FORD.....	14,472	11,328	13,137	33,079	39,781	33,079
GMC.....	4,652	5,471	4,598	17,438	19,315	17,438
INTERNATIONAL.....	1,150	1,730	1,131	4,445	6,877	4,445
VOLKSWAGEN.....	713	650	616	1,329	2,392	1,329
JEEP.....	1,200*	1,740*	900*	3,000*	6,960*	3,000*
AM GENERAL.....	50*	85*	50*	150*	340*	150*
MISCELLANEOUS.....	1,400*		1,400*	5,600*	3,450	5,600*
Total Trucks, U. S.	38,563	36,846	37,658	124,548	145,731	124,548

CANADIAN TRUCK PRODUCTION

	Week Ended Jan. 30, 1982	Week Ended Jan. 31, 1981	Week Ended Jan. 23, 1982	Jan. Est.	Jan. 1 to Jan. 31, 1981	Jan. 1 to Jan. 30, 1982
CHRYSLER CORP.....	2,000	1,600	2,016	5,985	3,107	5,985
FORD MOTOR.....	2,995	3,600	2,810	6,495	16,349	6,495
GENERAL MOTORS.....	3,720	6,406	5,593	18,618	25,010	18,618
INTERNATIONAL.....	232	270	240	958	1,108	958
Total Trucks, Canada.....	8,947	11,876	10,659	30,056	45,574	30,056
N. American Trucks.....	47,510	48,722	48,317	154,604	191,305	154,604

†—See include window on production. *—Estimated.

Jeep includes commercial only. AM General includes government-destined vehicles.